

Message Text

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PAGE 01 STATE 160451

41

ORIGIN EB-11

INFO OCT-01 EUR-25 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 DOTE-00 SS-15 NSC-10 L-03

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

INFO AMEMBASSY BRUSSELS

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E.O. 11652: N/A

TAGS: ETRN, UR, US, FR

SUBJECT: EXPORT OF THE YAK-40 TO THE UNITED STATES

REF : MOSCOW 9214 AND 9554

BRUSSELS FOR FAA

1. WE ASSUME ALL CONCERNED AWARE MARKETING OF YAK-40 IN US WOULD REQUIRE COMPLETION OF BILATERAL AIRWORTHINESS AGREEMENT. WHILE THEORETICALLY POSSIBLE CONCLUDE AGREEMENT COVERING ONLY YAK-40 ON USSR SIDE, EVEN THIS, WE ANTICIPATE, WOULD ENTAIL AN EXTREMELY COMPLEX AND DIFFICULT EXERCISE.

2. ACCORDINGLY, DECISION AS TO WHETHER AGREEMENT WOULD
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PAGE 02 STATE 160451

BE IN US INTERESTS WOULD REQUIRE CAREFUL WEIGHING OF

BENEFITS FROM SALES US AVIONICS AND INTERIM FITTINGS TO
BE INCLUDED IN THE YAK-40, AS AGAINST BENEFITS TO USSR
OF ASSOCIATION WITH A MAJOR US FIRM IN THE INTERNATIONAL
MARKETING OF A PRODUCT, IN THE EXPORT OF WHICH US IS
WORLD LEADER, AND MOST PARTICULARLY, OPPORTUNITY TO
LAUNCH WORLDWIDE EXPORT PROGRAM WITH PRODUCT ENJOYING
U.S. "GOOD HOUSEKEEPING SEAL" OF AIRWORTHINESS.
ASSESSMENT OF LIKELIHOOD OF SALE OF US WIDE-BODY JETS
TO USSR, POSSIBILITY OF WHICH HAS BEEN SUGGESTED, WOULD
ALSO ENTER INTO EQUATION. INTERESTED AGENCIES WILL
BE EXPLORING THESE FACTORS WITH ROCKWELL AND OTHER FIRMS
INTERESTED IN SALES TO USSR IN COURSE OF REACHING
DECISION ON DESIRABILITY OF ATTEMPTING TO NEGOTIATE
BILATERAL AIRWORTHINESS AGREEMENT. ROGERS

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